Joint Forces Regionalization

How to partner within your region

- Sharing of Buses, vans, etc.
- Utilizing Regional Personnel
  (marketing tools, drivers, tours escorts, etc.)
- Volume Ticket Discounts
- Group Trips & Cruises
- Joint contracts (tickets, tours, etc
- Regional Travel Shows
- Weekly MWR E-News
- Other resources

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Know what each ITT/ITR Office does in your area and on the MTV Program.

If a customer is asking for a specific ticket, know and refer to another ITT/ITR Office if you don't carry it.

Find out if there is a way to piggyback with them or have the vendor join the MTV Program, so all ITT/ITR Offices can carry.

Ways to work together:

- Reserve tickets with other office and do one lump shipping to your ITT office
- Tickets on consignment from the other Office and purchase what you sold
- Combine orders for volume discount

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Standardize within your region

- Ticket Prices
- MTV Selling Prices
- Other ITT/ITR Services

This saves the customer and ITT/ITR Staff time, by honestly telling each customer, we are all the same price.

Regional/CNIC Marketing

- Group Tours/Cruises
- Special Tickets
- Special Events
- Other ITT/ITR Services (passport photos)

Work with your region to help promote each other's events.

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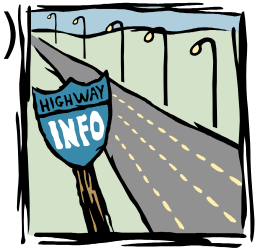
Network . . .

Find the expert and bounce ideas and questions off them (your region or another region)



Look on www.mwr.navy.mil to locate the Navy ITT Offices in your area.

Look at www.armymwr.com to locate the Army ITR Offices in your area.

Look at www.usmc-mccs.org to locate the Marine Corps ITT Offices in your area.

Navy Regionalization

What to do with comp items (rooms, cabins, meals, etc.) due to Group volume?

1. Comp room/cabin should be used for the Tour Escort or to offset expenses associated with tour escort.

2. Comp room/cabin sold and the money is divided up amongst each base based on sales.

Example:

Base 1 sold 3 rooms, **Base 2** sold 5 rooms, and **Base 3** sold 12 rooms.
Room cost was $300.
Divide $300 by 20 (total rooms) = $15.00/room.
Base 1 gets $45.00, **Base 2** gets $75.00 and **Base 3** gets $180.00

3. Use the $300.00 comp room to sponsor/go toward a group dinner or group social as an added bonus. It must be available for all and within the dollar amount, unless all bases agreed upfront to additional funding.

NOTE:

Each Regional team should have a plan in place for miscellaneous expenses and revenue that may be unforeseen. Know how the expenses and revenue will be divided up and how each base will receive or pay their p